

## Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM:ZIC:OIM:JJACOBSON  
APPROVED BY EB/OCA/CM/JSIMMONS  
COM:BIC:OIM:RGARNITZ  
COM:BIC:OIM:JDOYLE  
EB:OCA:CM:JSIMMONS  
ARA:CEP:DLACEY  
EB:OCA:NLAKAS

----- 119520

P 052229Z SEP 75  
FM SECSTATE WASHDC  
TO AMEMBASSY NASSAU PRIORITY  
AMEMBASSY BRIDGETOWN  
AMEMBASSY LA PAZ  
AMEMBASSY SAN JOSE  
AMEMBASSY SANTO DOMINGO  
AMEMBASSY SAN SALVADOR  
AMEMBASSY GUATEMALA  
AMEMBASSY PORT AU PRINCE  
AMEMBASSY TEGUCIGALPA  
AMEMBASSY KINGSTON  
AMCONSUL CURACAO PRIORITY  
AMEMBASSY MANAGUA PRIORITY  
AMEMBASSY PANAMA PRIORITY  
AMEMBASSY ASUNCION PRIORITY  
AMEMBASSY PORT OF SPAIN PRIORITY  
AMEMBASSY MONTEVIDEO PRIORITY  
AMEMBASSY GEORGETOWN PRIORITY  
AMEMBASSY MEXICO PRIORITY

UNCLAS STATE 211642

V.O. 11652: N/A

TAGS: BEXP, BF, BB, BL, CS, DR, ES, GT, HA, HO, JM, NA, NU, PN, PA, TD,  
UY, GY,  
SUBJECT: COMMERCIAL OFFICERS CONFERENCE - LATIN AMERICA  
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REF: A. STATE 187328 B. STATE 198846

1. FOLLOWING IS TENTATIVE AGENDA FOR THE SAN JUAN  
CONFERENCE:

AGENDA--LATIN AMERICA II--COMMERCIAL OFFICERS CONFERENCES,  
SEPTEMBER 16-25, 1975, A. SAN JUAN, SEPTEMBER 16-19, 1975

TUESDAY, SEPTEMBER 16, 1975

-----1830 - 2000 RECEPTION AT CARIBE HILTON

WEDNESDAY, SEPTEMBER 17, 1975 CHAIRMAN: JOEL BILLER,

----- DEPUTY ASSISTANT SECRETARY  
----- OF STATE FOR COMMERCIAL  
----- AND SPECIAL BILATERAL  
----- AFFAIRS

0845 - 0900 MEETING CALLED TO ORDER -  
----- ADMINISTRATIVE ANNOUNCE-

-----0900 - 0915 WELCOMING REMARKS BY THE  
----- SECRETARY OF COMMERCE OF  
----- PUERTO RICO, DAMIAN FOLCH

-----0915 - 0930 VIDEO-TAPE MESSAGE FROM  
----- UNDER SECRETARY OF COMMERCE,  
----- JAMES A. BAKER, III

----- VIDEO TAPE MESSAGE FROM UNDER  
----- SECRETARY OF STATE, CHARLES  
----- W. ROBINSON

-----0930 - 1000 U.S. ECONOMIC ENVIRONMENT  
----- AND EXPORTS - DEPUTY  
----- ASSISTANT SECRETARY OF  
----- COMMERCE FOR INTERNATIONAL  
----- COMMERCE, CHARLES W.  
----- HOSTLER

-----1000 - 1015 DISCUSSION, Q AND A  
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-----1015 - 1045 BREAK AND GROUP PHOTOGRAPH

-----1045 - 1115 THE IMPORTANCE OF ECONOMIC/  
----- COMMERCIAL WORK IN U.S.  
----- FOREIGN POLICY - DEPUTY ASSIST-  
----- ANT SECRETARY OF STATE  
----- JOEL BILLER

-----1115 - 1130 DISCUSSION, Q AND A

-----1130 - 1215 NEW DIRECTIONS IN SYSTEMS  
----- APPROACH TO EXPORT MARKET-  
----- ING - RICHARD GARNITZ,  
----- ACTING DIRECTOR, OFFICE

----- OF INTERNATIONAL MARKETING  
----- BUREAU OF INTERNATIONAL  
----- COMMERCE, U.S. DEPARTMENT  
----- OF COMMERCE

-----1215 - 1230 DISCUSSION, Q AND A

-----1230 - 1530 LUNCH

-----1530 - 1645 MANAGEMENT OF OVERSEAS  
----- EXPORT EXPANSION  
----- PROGRAMS--THE WASHINGTON  
----- PERSPECTIVE RICHARD  
----- GARNITZ, ACTING DIRECTOR,  
----- OIM/BIC, NICHOLAS LAKAS,  
----- DIRECTOR, OFFICE OF COMME-  
----- RCIAL AFFAIRS, DEPARTMENT  
----- OF STATE DAVID LACEY,  
----- COMMERCIAL COORDINATOR,  
----- ARA/ECP, DEPARTMENT OF  
----- STATE

-----1645 - 1700 BREAK

-----1700 - 1815 MANAGEMENT OF OVERSEAS  
----- EXPORT EXPANSION PROGRAMS

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----- THE POST PERSPECTIVE

----- PANEL OF SELECTED POST  
----- PERSONNEL

THURSDAY, SEPTEMBER 18, 1975 CHAIRMAN: CHARLES W.  
----- HOSTLER

-----0830 - 0845 CONFERENCE CALLED TO  
----- ORDER - ADMINISTRATIVE  
----- ANNOUNCEMENTS

-----0845 - 0930 U.S. GOVERNMENT PROMO-  
----- TIONS PLANS FOR LATIN  
----- AMERICA (INCLUDING ROLE  
----- OF POST SELF-HELP PROMO-  
----- TIONS)  
----- RICHARD GARNITZ/NICHOLAS  
----- LAKAS

-----0930 - 0945 DISCUSSION, Q AND A

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-----0945 - 1030       ROLE OF USIA IN EXPORT  
-----                   MARKETING AND TOURISM  
-----                   PROMOTION  
-----                   DON JONES, EXPORT  
-----                   PROMOTION ADVISOR,  
-----                   U.S. INFORMATION AGENCY

-----1030 - 1045       DISCUSSION, Q AND A

-----1045 - 1100       BREAK

-----1100 - 1215       HOW TO BE A MORE  
-----                   EFFECTIVE ECONOMIC/  
-----                   COMMERCIAL OFFICER

-----                   PANEL OF FSOS

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-----1215 - 1430       LUNCH

-----1430 - 1545       ROLE OF PROFESSIONAL  
-----                   LOCALS IN ECONOMIC/  
-----                   COMMERCIAL SECTION

-----                   PANEL OF FSLS; INTRO-  
-----                   DUCTORY REMARKS BY  
-----                   NICHOLAS LAKAS

-----1545 - 1615       THE OFFICE OF FIELD  
-----                   OPERATIONS AND ITS  
-----                   RELATIONSHIP TO THE  
-----                   EXPORT MARKETING  
-----                   SYSTEM  
-----                   JOHN P. GLEASON, ACTING  
-----                   DIRECTOR, OFFICE OF  
-----                   FIELD OPERATIONS, U.S.  
-----                   DEPARTMENT OF COMMERCE

-----1615 - 1630       DISCUSSION, Q AND A

-----1630 - 1645       BREAK

-----1645 - 1715       PEC,PICEE,AD CAMPAIGN,  
-----                   IHS ROBERT WILBOURN,  
-----                   ACTING DIRECTOR, OFFICE  
-----                   OF EXPORT DEVELOPMENT,  
-----                   BIC

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-----1715 - 1830 WORKSHOP 1   WTDRS, ADS, FTI, IHS

----- WORKSHOP 2 MAJOR PROJECTS AND PRO-  
----- DUCTS, TOP, FOREIGN  
----- BUYER'S PROGRAM

FRIDAY, SEPTEMBER 19, 1975 CHAIRMAN: JOEL BILLER

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-----0815 - 0830 ADMINISTRATIVE ANNOUNCE-  
----- MENTS

-----0830 - 0930 WORKSHOP RECOMMENDATIONS,  
----- ROBERT WILBOURN

-----0930 - 1015 THE DOMESTIC BUSINESS  
----- COMMUNITY AND EXPORTING

----- DISTRICT OFFICE DIRECTOR,  
----- U.S. DEPARTMENT OF  
----- COMMERCE; BUSINESS  
----- EXECUTIVES AND COMMON-  
----- WEALTH OFFICIAL

-----1015 - 1045 CURRENT ECONOMIC/COMMER-  
----- CIAL POLICY ISSUES IN  
----- LATIN AMERICA - DEPUTY  
----- ASSISTANT SECRETARY OF  
----- STATE FOR REGIONAL ECONO-

----- MIC POLICY, ALBERT  
----- FISHLOW

-----1045 - 1100 DISCUSSION, Q AND A

-----1100 - 1115 BREAK

-----1115 - 1145 IMPLICATIONS OF MULTILA-  
----- TERAL TRADE NEGOTIATIONS  
----- AND GENERALIZED SYSTEM OF  
----- PREFERENCES FOR U.S. TRADE  
----- WITH LATIN AMERICA -  
----- FRED MONTGOMERY, DIRECTOR  
----- TRADE NEGOTIATIONS AND  
----- AGREEMENTS DIVISION,

;U UNCLASSIFIED  
----- OFFICE OF INTERNATIONAL  
----- TRADE POLICY, U.S.  
----- DEPARTMENT OF COMMERCE  
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-----1145 - 1200 DISCUSSION, Q AND A

-----1200 - 1245 EXPORT-IMPORT BANK PROGRAMS

----- SUPPORTING U.S. EXPORT

----- MARKETING - R ALEX

----- MCCULLOUGH, DIRECTOR

----- EXPORT-IMPORT BANK

-----1245 - 1315 SUMMATION AND CLOSING RE-

----- MARKS (DEPUTY ASSISTANT

----- SECRETARY FOR INTERNATIONAL

----- COMMERCE, CHARLES W.

----- HOSTLER) ROBINSON

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## Message Attributes

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**To:** NASSAU  
BRIDGETOWN  
LA PAZ  
SAN JOSE  
SANTO DOMINGO  
SAN SALVADOR

GUATEMALA  
PORT AU PRINCE  
TEGUCIGALPA  
KINGSTON  
CURACAO  
MANAGUA  
PANAMA  
ASUNCION  
PORT OF SPAIN  
MONTEVIDEO  
GEORGETOWN  
MEXICO

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